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Ethan P. Lutske

Ethan P. Lutske is a partner in the mergers and acquisitions practice at Wilson Sonsini Goodrich & Rosati. He has represented companies like Google LLC, Arista Networks Inc., FanDuel Group, Aurora Innovation Inc. and others through various acquisitions, divestitures and other strategic transactions. He joined the firm in 2013.

"I had no idea what I wanted to do, though I knew I didn't want to be a doctor like my mother and brother," Lutske said. "So my parents asked

me to speak to a family friend who was a lawyer. He filled me in, told me he had a colleague who wrote a constitution for Romania. That sounded interesting, but actually after law school I kind of fell backward into what I do now. It wasn't until I really got started that I realized this job can be fun."

Wilson Sonsini, of course, is known for its mergers and acquisitions practice, exemplified by the \$44 billion blockbuster in 2022 in which Elon Musk bought Twitter, Inc. "Working for the firm that did Twitter — people talk about that," said Lutske, who did not work on the transaction. "My job is really very people-based, coupled with the giant puzzle that is contract law."

He said interpersonal skills play a role. "Sometimes you're helping a founder sell a company he didn't want to sell, but he got an offer too good to refuse. The mix of the psychology and the law makes the job interesting."

In July 2024, Lutske represented Fluent BioSciences Inc., the developer of an emerging, highly differentiated single-cell technology, in its acquisition for an undisclosed sum by Illumina, Inc., a global leader in DNA sequencing and array-based technologies. The Fluent team will join Illumina, and the company plans to

build on Fluent's technology to develop full end-to-end solutions for single-cell analysis.

"That's an example of the kind of deal I really like. In the life sciences space, they're building technology that actually helps people directly," Lutske said.

In April 2024, Lutske advised Silk Security Inc., the leading platform for cyber risk prioritization and remediation, on its \$150 million acquisition by Armis Inc., an asset intelligence cybersecurity company.

As a result of the deal, Armis will be able to provide security and developer teams with a consolidated view into security findings that encompass all sources of data from locally hosted devices and software to the cloud and beyond, enabling fully managed and automated remediation.

"This was a complicated cross-border transaction in which we were working for the founder, who built up his baby from nothing and wanted a good home for it," Lutske said.

In general the dealmaking can be stressful and challenging. "People need you 24-7, and there's a lot of money at stake," Lutske said. "This firm is extremely supportive, and I couldn't imagine a better place to do it."